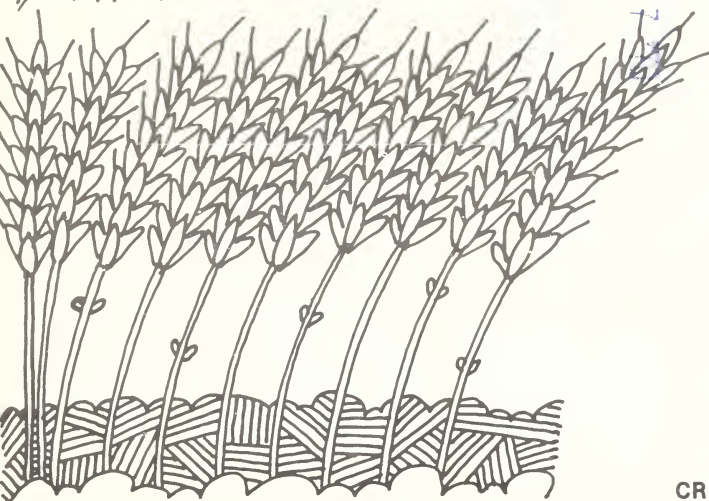


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agricultural situation

THE CROP REPORTERS MAGAZINE
U.S. DEPARTMENT OF AGRICULTURE • CROP REPORTING BOARD



CROP COSTS '78

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Farmers can brace themselves for higher costs again this year, say USDA economists.

As directed by the Agriculture and Consumer Act of 1973, USDA economists have been estimating production costs for 10 major commodities since 1974. For 1978, they see increased per acre costs for all 10. Depending on the crop, costs per acre will range 2 to 9 percent higher, reflecting larger outlays for machinery and labor. Chemicals and fertilizer, on the other hand, will probably cost about the same as last year.

Economists estimated costs for 1978 using yields projected on the basis of recent trends. These trends pointed to bigger yields for peanuts and rice. But the trends also showed reduced yields for cotton, soybeans, flax, grain sorghum, and oats, which would lead to increased costs per unit.



Cost increases may range from 8 percent for a bushel of soybeans to 24 percent for a bushel of flax. Meantime, growers should pay only a little more than last year to produce a bushel of corn, wheat, rice, or barley. Costs per pound could fall for peanuts.

In their report to Congress this spring, the economists emphasized that the projected costs are weighted national averages, recognizing that outlays vary across regions and States, and from farm to farm.

The costs include management expenses, general farm overhead, machinery ownership, and variable costs—a category made up of items like seed, chemicals, fertilizer, labor, and fuel.

Economists also listed two levels of land costs. These are weighted averages of share and cash rent costs, and the return to owned and operated land. The latter is figured based on costs at the time the land was bought and at current land values.

Besides projecting costs for 1978, this year's report contains for comparison, figures for the past 2 years. While data for 1976 are considered "final estimates," figures for 1977 are still preliminary.

On a crop by crop basis, here are some of the details. . .

COTTON

Average costs per acre, excluding land, climbed just over 6 percent from 1976 to about \$260 in 1977. Only the Southeast escaped the increase, due to lower farm chemical prices and reduced ginning charges brought about by smaller yields. Meantime, average yields hit their highest level since 1965. Therefore, while per acre costs turned higher, producers paid less per pound.

Economists indicate that at the mid range of possible 1978 yields, per unit production costs would increase about 16 percent to 60 cents a pound. Per acre costs are slated to

rise only 3 percent to \$267, but range from a projected high of \$527 in the Southwest (Arizona and California) to a low of \$185 in the Southern Plains (New Mexico, Oklahoma, and Texas).

CORN

Extensive use of irrigation continued to make the Southwest (California and Texas) the most expensive place to grow an acre of corn last year. Growers in the Southeast, however, encountered the highest costs per bushel because of unusually poor yields.

This year, total costs per acre, excluding land, are projected to rise about \$7.25, or 5 percent, to an average of \$152.80. Economists pin most of the increase on rising prices for energy, machinery, and labor.

Soaring energy costs will hit Southwest growers the hardest, with fuel and lubrication for irrigation equipment running nearly \$61 an acre—\$14 more than in 1976.



Based on trends, yields could be higher this year, but not enough to offset the gain in per acre costs. As a result, the cost of producing a bushel of corn will climb an estimated 7 cents to around \$1.67.

GRAIN SORGHUM

Last year, all producing regions chalked up bigger yields as well as higher costs per acre. In the Central Plains, though, costs rose only 6 percent while yields shot up 29 percent. As a result, the cost per bushel dropped 30 cents from 1976, lowering the U.S. average by 19 cents to \$1.80 a bushel.

This year, producers again face higher costs per acre in all regions. On a per bushel basis, farmers are expected to pay 44 cents more in the Central States and an additional 36 cents in the Southwest. Meantime, Southern Plains producers may spend a little less per bushel than last season if yields follow previous trends. Nationally, economists say to look for costs ranging around \$2.10 a bushel, and \$104 an acre.

BARLEY

Average variable costs rose only 6 cents an acre during 1977, reflecting reduced costs for seed, fertilizer, and chemicals. Management costs, which are based on gross receipts, dropped about \$2.70 an acre, the result of declining barley prices. The upshot: total costs retreated about a dollar to around \$74.

For 1978, an acre of barley will cost producers an additional \$2.90. Previous trends show yields near 1977 levels, indicating costs per bushel could climb only around 6 or 7 cents.

OATS

Last year, oat yields shot up by 30 percent in the Lake States and Corn Belt and 59 percent in the Northern Plains. In turn, unit costs dropped sharply in these two regions, push-



ing the U.S. average cost down 28 cents to just under a dollar a bushel.

Economists see costs per acre rising 5.5 percent in 1978, due mainly to rising machinery costs. The projected U.S. cost is just over \$55 an acre, but Northeast producers can expect to pay as much as \$85, versus around \$47 in the Northern Plains.

Past trends indicate reduced yields in 1978—which would drive per bushel costs up as much as 21 percent, or 20 cents a bushel.

WHEAT

Durum wheat producers, located mainly in the Dakotas, Montana, and Minnesota, saw per acre costs rise only about 2½ percent last year, but can expect a gain of nearly 9 percent this season as machinery costs turn upward.

Costs per bushel, however, would remain basically unchanged in the \$2.58 to \$2.98 bracket, if yields remained at trend levels.

Production costs for hard red spring wheat declined slightly in

PRODUCTION COSTS SHOW ACROSS-THE-BOARD INCREASE

Crop	1976 (final)	1977 (preliminary)	1978 (projected)
<i>—dollars per planted acre—</i>			
All wheat	69.11	68.65	73.12
Rice	295.10	314.95	339.45
Corn	141.11	145.53	152.80
Sorghum	91.59	96.12	103.61
Barley	75.39	74.42	77.29
Oats	50.51	52.33	55.22
Soybeans	86.44	94.03	96.84
Peanuts	292.17	303.51	309.22
Cotton	245.11	260.35	267.39
Flaxseed	51.81	53.68	58.53

U.S. averages, including variable costs, machinery ownership, overhead, and management.

1977 because of increased yields and reduced charges for seed, fertilizer, and chemicals. Costs per acre may climb $7\frac{1}{2}$ percent to nearly \$69.

The same factors affecting costs for spring wheat also meant smaller outlays last year for hard red winter wheat, which accounts for more than half the U.S. wheat crop. This season, production costs may rise 7 percent to \$69 an acre. Past trends show yield increases of 2 bushels an acre, which would hold unit costs near year-earlier levels.

SOYBEANS

Exceptionally good yields in the Corn Belt during 1977 reduced costs from \$2.90 a bushel the year before to \$2.68. Average U.S. costs worked out to \$3.26 a bushel last year, ranging from a low of \$2.60 in the Northern Plains to a high of \$4.93 in the Southeast.

Nationwide, it will cost farmers about \$97 to produce an acre of soybeans in 1978, up only 3 percent

from last season. If yields were to drop back to trend levels, costs per bushel would probably advance in the Corn Belt and Northern Plains, remain about the same in the Delta States, and turn lower in the Southeast.

FLAXSEED

Flaxseed producers in the Dakotas and Minnesota paid only \$1.87 more an acre last year, while greatly expanded yields translated into more than a \$2 drop in costs per bushel.

This year, growers will dole out 9 percent more, or \$58.53 an acre. If yields fall back to trend levels—which are below 1977 levels—costs per bushel could climb from last year's \$5.02 to \$6.16.

PEANUTS

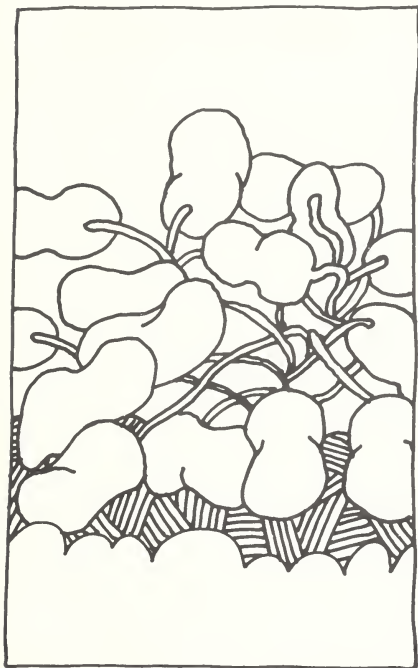
Production costs for U.S. peanut farmers rose about 4 percent last year, with outlays ranging from \$229 an acre in the Southern Plains to \$347 in the Southeast. Costs per pound rose as well, reflecting an overall reduction in yields.

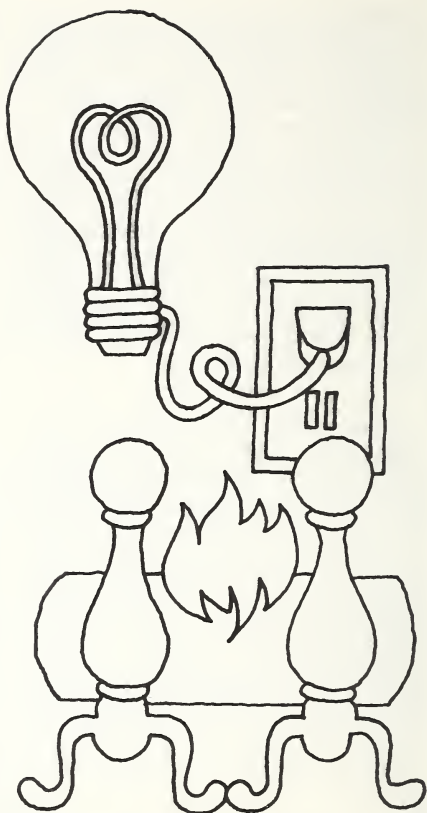
For 1978, economists see costs edging only 2 percent higher to around \$309 an acre. Past trends point to more normal yields, which would lower costs per pound to 1976 levels.

RICE

Last year, costs averaged just over \$300 an acre along the Gulf Coast while California growers paid \$369. Economists project that heftier charges for seed, fuel, machinery, labor, water pumping, and drying will drive up average U.S. costs by \$24 an acre to \$339.

If yields followed trend levels this year, costs per hundredweight would work out to about \$7.28, or only 2 percent more than last year.





WHAT TO DO WITH RESIDUES?

Last year, U.S. farmers took in a record harvest—and left behind an estimated 330 million tons of corn stalks, soybean stems, wheat straws, and other crop residues.

A proven source of energy, these crop wastes can be burned to produce electricity, fermented to make methanol, or even compacted into fireplace logs. According to Dr. William E. Larson, a soil scientist with USDA's Science and Education Administration, if all agricultural residues were collected, dried, and used as fuels, they could supply about 2 percent of this country's energy demand.

At the same time, Dr. Larson cautions that we make a serious mistake in assuming that all crop residues simply go to waste if left on

the land and not converted to fuel. Residues, he claims, provide the best, cheapest, and easiest way of protecting soils from wind and water erosion.

Residues also protect waterways by preventing runoff and silt buildup, and by tying up plant nutrients that might become pollutants in rivers and streams.

To some extent, residues can also mean savings in fuel and fertilizer. An acre of land, for example, that produces 150 bushels of corn will have residues containing about 93 pounds of nitrogen, 15 pounds of phosphorus, and 112 pounds of potassium. If these are removed, it takes additional fertilizer—and extra energy to apply it—to replace those plant nutrients.

These two highly important—but basically conflicting—uses for crop residues pose a dilemma: Should residues be left in fields to conserve soil and water, or removed to provide sorely needed energy? Work by Dr. Larson and a number of other scientists and engineers stationed throughout the country shows there may be room for compromise.

The scientists use a computer to tell them how much residue can be removed from a given area without damaging the environment. This information is developed from local data on soil properties, land slope, average rainfall, cropping and tillage practices, and other related factors. These data—and results from the computer—vary widely from place to place.

For example, the computer indicates that all straw should be left on sloping Oregon wheat lands to hold the soil against water and wind erosion, while on coarse soils in Pratt County, Kans., removal of all residues would allow wind to carry off about 45 tons of soil per acre each year.

In contrast, the computer shows that 100 percent of the crop residues could be safely removed from a fourth of the land in the Corn Belt where producers use conventional cultural practices. If Corn Belt farmers used no-till methods, nearly half the crop residues could be removed from roughly three-fourths of the acreage.

The computer can provide this type of information for large areas like the Corn Belt, as well as for smaller units such as adjoining counties.

Dr. Larson stresses that since the computer deals with averages of weather conditions, soil types, and cultivation practices, it's not set up to predict soil losses for a given day, month, or year. Rather, the information is for long-range planning by those who must make land use decisions and establish water

quality and other environmental standards.

Right now, the scientists have enough reliable information to provide a sound estimate of soil erosion under a variety of cultural and residue handling practices for most of the Corn Belt and a few other areas. They're rapidly adding information from other areas across the country.

POULTRY TRADE TUMBLES UNDER EC LEVIES

At one time, the European Community (EC) held forth as the most important customer for U.S. exports of poultry and products. However, the advent of EC levies in 1962 has substantially reduced U.S. shipments to this market.

For example, between 1962 and 1977, uncooked, frozen broiler exports to the EC plunged from 65,448 metric tons to only 2,544 tons. Last year, the EC share of U.S. poultry shipments stood at 9 percent compared with 67 percent in 1962.

Steep import charges have reduced sales of most poultry products to near token levels. During 1977, duties in West Germany sometimes ranged as high as 150 percent for turkey drumsticks. Turkey—mostly parts—is the only poultry item exported to the EC in substantial amounts.

The future of nonprepared turkey parts remains shaky, at best, while the broiler market shows little sign of improving.

On the plus side, prepared poultry products may get a boost from a General Agreement on Tariffs and Trade, which would limit duties to 17 percent of their value. If so, U.S. exporters may expand sales to hotels, restaurants, and other institutional outlets.

SURVEYSCOPE

Agricultural Situation presents a series of articles highlighting special surveys undertaken in various States. While these are not national surveys, they are important to the agriculture in individual States. This month we feature Pennsylvania.

The cost of getting someone else to do the work has climbed appreciably over the past several years.

On the national level, outlays by farmers for machine and custom hire work have risen from \$902 million in 1961 to \$1.22 billion by 1974 and nearly \$1.66 billion last year. The gain between the last two reporting periods was 36 percent.

This compares with a 26-percent increase encountered by Pennsylvania producers who paid for similar chores. Statewide costs for 1978 likely will average almost 6 percent higher than last year.

Each year the Pennsylvania Crop Reporting Service surveys a cross section of several hundred custom machine operators for an insight into charges farmers may face in the coming season.

Agricultural economists at Pennsylvania State University review the survey results to help farmers better understand their production costs and decide between buying equipment or hiring someone to handle the tasks.

The Pennsylvania survey summary, issued each April, covers about 65 farm chores frequently hired. The list not only covers such general activities



From hay baling to silage making, Pennsylvania farmers get a preview of coming rates. . .

as plowing, planting, and seeding, but gives the details for some specialized work. These include bulldozing at \$20.50 per hour, helicopter application of chemicals for \$4.20 per acre, drying 23-percent corn for 22 cents per bushel, and 45 cents to dig a post hole.

Actual costs may vary because of terrain and soil conditions, alternative opportunities for labor and equipment, working situations, and services performed.

Since 1974, some of the individual jobs have meant marked expenditure gains for producers. For example, 4 years ago custom potato harvesting in Pennsylvania averaged \$65.50 per acre; now it's \$92.50 for a 41-percent rise.

Conventional till planting of corn with fertilizer ran \$3.75 per acre in 1974 and is expected to be \$5.40 this year. Corn picking and shelling has gone from \$11.90 an acre to \$15, a 26-percent increase.

Plowing spring stubble meant an

average outlay of \$5.70 per acre, now it's \$7.25, and disking with harrow or cultipacker moved from \$4.45 to \$6.15.

Combining small grains carries a charge of \$12.30 per acre against \$8.70 four seasons ago.

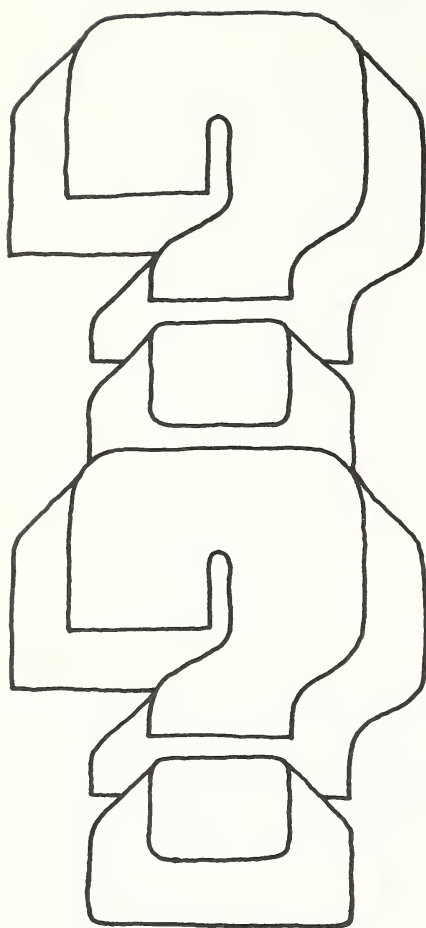
The custom machine operators' expenses have advanced because of greater costs for larger and more sophisticated equipment, higher fuel bills, and increased wages and other charges.

The Pennsylvania survey breaks the estimated costs into two descriptive areas, mountain and valley, which about equally divide the State's agriculture. Costs generally run higher in the mountain sector.

Cultivating is \$5.30 per acre, compared with \$5.15 in the valley; mowing hay, \$4.35 against \$4.05; and spraying weeds, excluding chemicals, \$3.10 versus \$2.90. In contrast, making silage with a self propelled chopper costs \$31 in the valley and only \$24 in the mountain area.



... charged by custom operators who respond to a Statewide survey published each April.



ABOUT CROP AND LIVESTOCK ESTIMATES. . .

Crop and livestock estimates are built on the cooperation of thousands in America's agriculture—farmers, ranchers, buyers, processors, and many others. Why do they take the time and trouble to provide information on production, supplies, prices, and marketing plans? Check these questions and answers for the reasons.

Why should I help?

Your survey answers and those from other farmers are the basis for accurate information which reduces uncertainty about output and supplies. Survey results are published for everyone to use.

How can I use these estimates?

Crop and livestock estimates are working tools. Exactly how you use the information will depend on what kind of farm you have. For example, you may decide to cut hog production or switch from corn to soybeans, or hold wheat for sale beyond your usual selling date, or feed more cattle. The information helps you determine a proper course of action.

How else do these estimates help?

Farm organizations use them for planning programs, so do legislators. Extension economists and private farm management consultants use them as a basis for advising farmers. Agricultural industries, farm supply and service companies, transportation and processing firms, bankers and credit associations use them to allocate resources for farmers.

Do farmers give honest answers to survey questions?

Nearly all the farmers who cooperate on our surveys answer the questions the best they can. They recognize that the final estimates can be no better than the raw data they give us. Very few farmers will deliberately report false numbers.

Don't these reports mostly help grain companies, packers and commodity speculators?

It's true these businesses are heavy users. Most of them even have their own private research departments and other sources of information about production prospects. However, if

independent USDA estimates were not available, you would have only information supplied by buyers. Unbiased USDA estimates balance the marketing seesaw between seller and buyer.

Don't the USDA estimates just drive prices down?

These official estimates do affect the price immediately after release but recent independent studies show that the market goes up as often as it goes down following release of a USDA report.

It would be impossible to conceal an unusually large potential supply simply by estimating it too low. It's the actual supply entering the market in relation to the existing demand that influences prices in the long run. USDA estimates remove uncertainty about actual conditions and give producers useful and reliable facts.

How accurate are the reports?

Year in and year out we do a pretty good job. For example, in the 1950's, early season corn forecasts were within 7 percent of the final harvest, now they come nearer 3 percent. Late season estimates are even more accurate.

Aren't your production forecasts generally too high?

No, the USDA forecasts miss on the low side just as often as on the high side. For instance, in the last 10 years, the August 1 corn forecast was below the final figure 5 times and above it 5 times.

Who gets the information I report in the survey?

Your response to the survey never leaves your State Statistician's office. Your answers are confidential and used only in a summary with other farmers' reports for national, State, and sometimes county estimates.

Aren't you always changing your estimates?

Forecasts of such things as farrowing plans and planting intentions certainly will change when the pigs are born or the crop is in the ground. Monthly crop yield forecasts reflect the effects of recent weather and other factors on production. The idea is to keep estimates current, not hold on to out of date information.

Can't you find someone else for this survey?

Our surveys use a sample; that is just a few carefully selected producers representing all farmers and ranchers. We change the sample periodically to include different land areas and farmers. However, larger producers may be included more frequently because their operations have a greater impact on the total situation.

Can't you get the information from ASCS, local tax people, or other officials?

We may ask you for some data you've already reported to ASCS, such as crop acreages. However, our surveys generally cover specific dates, such as cattle on feed April 1 or condition of the corn crop on August 1. Basically, we must rely on information directly from the best source, the producer.

Where do I find survey results?

Reports are available from the State Statistician's office. Estimates also appear in farm publications, on radio and television, and in information from county agents, farm groups, universities, and legislators.

Do I have to participate in the survey?

No, the crop and livestock estimating program relies on voluntary cooperation. We've operated that way since the start, over a century ago.

Briefings

RECENT REPORTS BY USDA OF ECONOMIC, MARKETING, AND RESEARCH DEVELOPMENTS AFFECTING FARMERS.

"ON" YEAR FOR OLIVE OIL . . . Based on the olive tree's traditional 2-year production cycle, world olive oil production during the 1977/78 crop year ending this October should rise sharply above output during 1976/77—an "off" year in major producing countries. However, indications now point to only a 2% increase to around 1.4 million metric tons, due to smaller than expected crops in Portugal, Spain, and Tunisia. Meantime, world supplies of olive oil will remain excessively high throughout 1978, despite efforts to raise world use. The world's third largest importer of olive oil, the United States buys the bulk of its supplies from Italy and Spain, which together shipped nearly 21,000 tons to this country in calendar 1977.

FINDING A HOME FOR FRUIT . . . Increased competition from European suppliers has cut into U.S. sales of deciduous fruit on the world market. The European Community's (EC) rapid move toward self-sufficiency in a number of fruits, especially apples and pears, has forced the U.S., Canada, and Southern Hemisphere countries to alter trade patterns and tap new customers in the Orient and Eastern Europe. Two other factors have pinched the once-lucrative EC market—high shipping costs have hurt long-distance freight from the Southern Hemisphere, and controlled atmosphere storage now allows northern producers to supply the home market year-round, creating intense competition between growers in the Northern and Southern Hemispheres.

ON THE WATERFRONT . . . Last year, USDA's Animal and Plant Health Inspection Service (APHIS) developed a program, dubbed it Project Pest Alert, and set out to detect foreign plant pests that may have eluded the rigid Federal inspection system in 16 major ports of entry. APHIS established 100-mile detection belts around the ports, and under a systematic search plan, nabbed a new exotic insect in New Jersey. Though final verdict is pending investigation this year, officials believe the invader failed to establish a foothold in this country. APHIS has extended the system to eight additional ports this year.

COTTON REPORT . . . U.S. cotton growers can expect the People's Republic of China (PRC) to continue as a major market if American cotton remains competitive. That's the report from seven members of the U.S. cotton industry who recently spent a week in the PRC conferring with officials of the Chinese textile industry. According to the cotton trade team, Chinese officials found the U.S. a dependable cotton supplier, and generally approved of the U.S. shipments received thus far in 1978. As of mid-May, the PRC had bought around 475,000 bales of U.S. cotton during the current marketing year, with further purchases likely before July 31.

FEWER WORKERS, SHORTER HOURS . . . Soggy weather kept farm workers out of the fields in large numbers during the survey week of April 9-15, 1978, as total U.S. farm employment dropped 11% from last year to 3.7 million persons. The total included 2.6 million farm operators and unpaid family members and 1.1 million hired workers. On average, family members labored 34.7 hours during the survey week, roughly an hour less than in 1977. Hired workers spent 2 hours less on the job, averaging only 37.7 hours for the week.

FARM WAGES UP AGAIN . . . Farm workers earned an average of \$3.09 an hour during the April 9-15 survey week. That figure, which represents all methods of pay converted to an hourly rate, compares with \$2.82 a year earlier. Workers receiving cash wages only took in an additional 24 cents an hour this April for a total of \$3.08. Laborers hired for fieldwork averaged \$3.01, versus \$2.61 an hour for all livestock workers.

WOOL ON THE COMEBACK . . . Strong consumer demand for natural fibers helped the domestic apparel wool market rebound to 186 million pounds last year. The total included around 96 million pounds processed in U.S. mills. Wool consumption is expected to rebound further from the 1974 textile recession, although imports may account for an increasing share. On a per capita basis, U.S. wool use worked out to .86 pounds last year, up from .83 in 1976, and only .53 in 1974.

HEAVIER DAIRY TRADE . . . U.S. dairy exports during 1977 shot up 28% to \$143 million. Meantime, only 10% more foreign dairy products entered this country, but carried a total value of around \$295 million. A 68% rise in shipments of nonfat dry milk—nearly all for donation under P.L. 480—accounted for most of the export gain, while sharply increased shipments of foreign casein contributed most to the growth in imports.

USDA's Foreign Agricultural Service reports that the outlook for 1978 is not encouraging, since dairy products are currently selling on the world market at prices well below those of U.S. products, due mainly to large world supplies and liberal export subsidies.

IN THE DAIRY SECTION . . . Per capita use of dairy products is expected to turn slightly higher this year, according to USDA economists. Cheese consumption could rise about a pound a person, while butter use will probably hold near year-earlier levels. Americans will also put away more lowfat milks in 1978, possibly offsetting a downturn in the use of whole milk. Last year, U.S. civilians consumed milk and dairy products equivalent to 552 pounds of milk per person, up less than 1 percent from the year before.

A LITTLE LESS SIRUP . . . U.S. maple sirup producers collected an estimated 1.2 million gallons this past winter, 5% fewer than in 1977, but 24% more than in 1976. Deep snows hampered sugaring operations in New York, Pennsylvania, Michigan, and Ohio, although New York producers took in 10,000 gallons more than last year for a total of 330,000. Vermont remained the leading producer, despite a drop of 27,000 gallons to 410,000. Total U.S. output was worth an estimated \$14.6 million, and carried an average farm value of \$12.60 a gallon.

FEWER FARM FOLKS . . . Last year, the U.S. farm population dropped 5.4%, or by roughly 450,000 people, according to a joint report by USDA and the Bureau of the Census. An average of 7.8 million persons—about 3½% of the total U.S. population—lived on farms in rural areas of the United States during the 12-month period centered on April 1977. During 1970-77, the number of farm residents declined an average of 3.1% a year. The rate of loss differed markedly by race, with an average annual loss of 2.5% for whites, versus 10.3% for blacks.

THE DECLINING DIET . . . U.S. per capita food consumption dipped only slightly last year from the record high of 1976. Use of animal products remained virtually unchanged, while consumption of food from crops slipped 2% as consumers drank 25% less coffee in reaction to tight world supplies and soaring prices. For 1978, economists see another slight decline in the overall food consumption index. Per capita use of food from crops may turn a bit higher, but not enough to offset a decline in the animal products category, led by reduced consumption of red meats.

Statistical Barometer

Item	1976	1977	1978—latest available data	
Farm Food Market Basket:¹				
Retail cost (1967=100)	175	179	191	March
Farm value (1967=100)	179	179	196	March
Farmer's share of retail cost (percent)	39	39	41	March
Agricultural Trade:				
Agricultural exports (\$bil.)	23	² 24	2.5	April
Agricultural imports (\$bil.)	11	² 13	1.3	April
Farm Income:				
Volume of farm marketings (1967=100)	121	124	97	March
Cash receipts from farm marketings (\$bil.)	94.3	95.0	100.9	(³)
Realized gross farm income (\$bil.)	103.6	106.1	113.3	(³)
Production expenses (\$bil.)	81.7	85.7	91.5	(³)
Realized net farm income (\$bil.)	21.9	20.4	21.8	(³)
Income and Spending:				
Disposable personal income (\$bil.)	1,185.8	1,309.2	1,402.1	(³)
Expenditures for food (\$bil.)	199.5	218.3	231.1	(³)
Farm Employment and Wage Rates:⁴				
Total employment (1967=100)	89	85	78	April
Family labor (1967=100)	82	78	72	April
Hired labor (1967=100)	110	103	92	April
Wage rates (1967=100)	208	225	246	April

¹Average annual quantities per family and single person households bought by wage and clerical workers, 1960-61, based on Bureau of Labor Statistics figures.

²Preliminary.

³Annual rate, seasonally adjusted, first quarter.

⁴Seasonally adjusted.



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DIANE DECKER, EDITOR

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